

SBDC NETWORK RELEASES 2012 ANNUAL REPORT

Montana SBDC Releases 2012 Annual Report, Shares Economic Impact and Success Stories

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The Montana Small Business Development Center Network has released its 2012 Federal Fiscal Year Annual Report. The following is a transcript of the full report, available [here](#).

Welcome from the SBDC State Director:

“The Montana SBDC Network is a network of ten centers strategically positioned throughout the state to ensure that residents of every county have access to small business assistance. We offer free, confidential counseling and free or low-cost training to both existing businesses and aspiring entrepreneurs.

Our SBDC Directors and Business Advisors assist clients every day with the preparation or fine-tuning of business plans, financial management, operations assistance, loan applications and marketing initiatives. The SBDCs are dedicated to helping small businesses throughout Montana achieve their dreams of growth, expansion, innovation and success. The SBDC Network combines the resources of federal, state and local organizations with that of the educational system and private sector to meet the specialized and complex needs of the small business community. SBDC training seminars address timeless small business issues such as cash flow management, as well as new and emerging trends such as the use of social networking sites to market small business.

We appreciate the support of our Host organizations, which include higher education institutions and economic development organizations; these funding partners and community contributors help to ensure the Montana SBDC Network’s continued success. We are grateful to the volunteers and consultants who work with the SBDC to maintain the highest level of quality of our program for the entrepreneurs of Montana.

We are proud to publish this update on our productivity and economic impact in 2012. Please enjoy the success stories contained within – their success is Montana’s success.’

–Ann Desch, SBDC State Director”

With entrepreneurship on the rise, it is more important than ever for entrepreneurs to receive the assistance they need to grow their ideas into successful small businesses. The following numbers reflect the impact of SBDC counseling on Montana’s small businesses and the general economy:

- ⇒ 62 successfully launched start-ups
- ⇒ 95% client satisfaction rating
- ⇒ 127 training seminars held by the SBDC Network
- ⇒ 640 jobs created and/or retained
- ⇒ 1,530 SBDC training attendees
- ⇒ 5,000 one-on-one counseling hours spent with small businesses
- ⇒ \$877,544 state tax revenue generated by SBDC clients
- ⇒ \$1,400,000 federal tax revenue generated by SBDC clients
- ⇒ \$84,400,000 aggregate sales increase of SBDC clients
- ⇒ \$84,544,188 total investments/capital accessed by SBDC clients



MONTANA SMALL BUSINESS DEVELOPMENT CENTERS

The SBDC Network hopes to make an even bigger impact in 2013, starting with the predicted success of its fourth annual Invest in Success Business Conference being held April 24th and 25th at Montana Tech in Butte, Montana. This year's conference offers small business owners and entrepreneurs the opportunity to obtain knowledge to enhance their financial, managerial and technical skills as well as connect with resource partners and network with others in the small business community. The diversity and number of renowned speakers lined up for the 2013 conference should make this event very appealing to small business owners and technical assistance providers alike. The network is excited to have Michael Shuman, a leading expert on community economics and local sustainability practices, as the keynote for the conference. More information about the 2013 conference can be found [here](#).

Several SBDC Success Stories are featured in this year's Annual Report, including Tarantino's (Bozeman), Advanced Rehab (Helena), M&M Cigar Store (Butte), Limber Tree Yoga Studio (Billings), Glacier Distilling (Coram), Express Laundry Center (Miles City) and The Nova Café (Bozeman). A full listing of SBDC Success Stories can be found [here](#).

The Montana SBDC Network is proud of its accomplishments in 2012 and hopes to continue to fulfill its mission of "guiding Montana businesses to success."